



SUPPLIER DIVERSITY POLICY SESSION

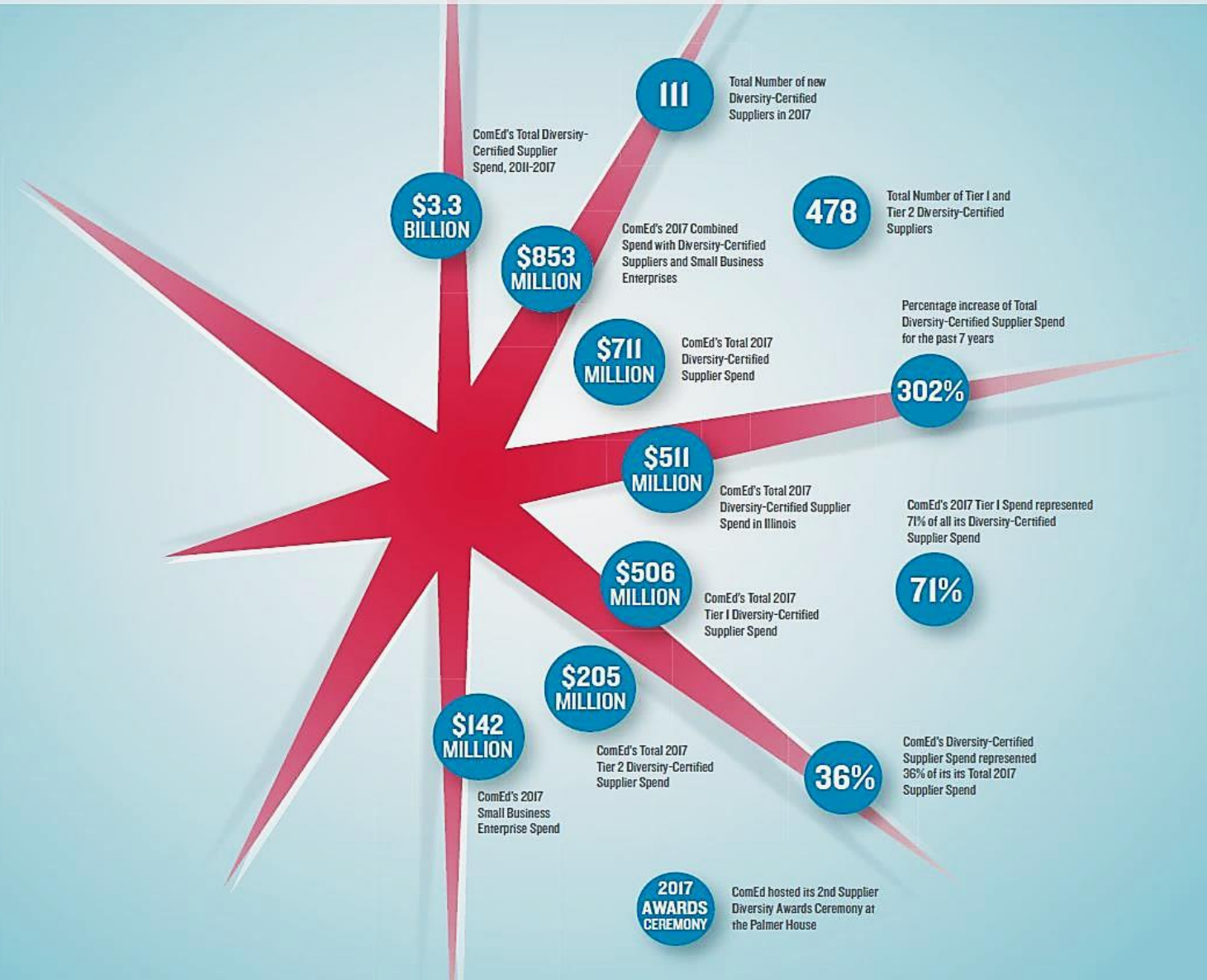
Illinois Commerce Commission

September 5, 2018

COMED'S COMMITMENT TO DIVERSITY

- ✓ ComEd's Diversity-Certified Supplier Spend represented **36%** of its Total 2017 Supplier Spend
- ✓ Tier 1 spend represented **71%** of the Total Diversity-Certified Supplier Spend
- ✓ ComEd added **111** New Diversity-Certified Suppliers in 2017 adding to a total of **478** diverse suppliers
- ✓ Minority-owned Business Enterprises (MBE) represented **48%** of ComEd's 2017 Total Diverse-Certified Supplier Spend
- ✓ Woman-owned Business Enterprises (WBE) represented **\$342** million of Total Diverse Spend. Furthermore, WBE's made-up **51%** of the total diversity-certified spend

The graphic below illustrates what ComEd's commitment to diversity-certified suppliers means to the Illinois economy and to the economic vitality of the communities in which we operate. This report demonstrates how the economic activity we generate benefits our employees, companies, cities, and towns throughout the state. Our continued commitment to diversity-certified supplier inclusion contributed to another year of positive growth in the company and in our communities.



COMED'S PROFESSIONAL SERVICES

COMED'S 2017 PROFESSIONAL SERVICES/HIGH-MARGIN STRATEGY



- ✓ ComEd's 2017 Tier 1 diversity-certified Professional Services spend exceeded \$42 million
- ✓ Tier 1 diversity-certified suppliers made up nearly 66% of the total category spend in Advertising and Marketing
- ✓ 59% of ComEd's diversity-certified supplier spend in Engineering/Technical Consulting was with MBE contractors
- ✓ Of ComEd's 19 Enterprise All In (EAI) program participants, 8 firms are diversity-certified professional services



Kimberly Moore (center), founder of *KDM Engineering*, receives ComEd's Diverse Business Partner Award for Overall Performance for Professional Services.

After the introduction of the EIMA, *KDM Engineering* was brought on to ComEd's Smart Grid program. Over the last 3 years, *KDM* fielded, surveyed, analyzed, designed, and permitted over 3,000 locations in the ComEd territory to develop a radio network.

COMED'S ENTERPRISE ALL IN (EAI) DIVERSE SUPPLIER DEVELOPMENT ACADEMY

- ✓ The EAI equips a selected **19 diversity certified suppliers** with the tools and knowledge to attain their next level of business growth
- ✓ Participants gain knowledge through **one-on-one mentorships**, hands on support, and educational workshops that focus on: enhancing business skills, safety policies, and the **Exelon/ComEd bidding process**
- ✓ The purpose of EAI is to develop **scalable, regionally centered, diversity certified suppliers** by directly impacting the development of minority-, women- and veteran-owned, certified businesses
- ✓ The 19 selected diversity certified businesses include: **12 MBE's, 5 WBE's, and 2 VBE's**. Additionally, there is a strong focus on **Illinois-based enterprises**, including Chicago United's **5 Forward Participants**



Top Left: Shon Harris, President of LiveWire Electrical Systems, Ltd., accepting ComEd's Rising Star Supplier Diversity Award.

Top Right: Lauren Casentini, President of *Resource Innovations*, ComEd's first WBE contractor in the energy efficiency implementation category.



Bottom Left: Arabel Alva Roasles, President and CEO of AAR & Associates, Ltd., a MBE/WBE management and technology firm.

Bottom Right: Jackie and Cyndi Richter of *Heels & Hardhats Contracting Corp.*, a WBE/LGBT construction firm.



COMED'S MINORITY REGULATORY LAW FIRM PARTNERSHIP INITIATIVE

BACKGROUND INFORMATION

- ✓ Launched in 2017, The Minority Regulatory Law Firm Partnership Initiative, is deepening expertise and helping to **create opportunities for minority-owned law firms** doing regulatory work on behalf of ComEd before the Illinois Commerce Commission (ICC)
- ✓ The Initiative includes a **training curriculum** taught by ComEd attorneys, outside counsel, and other experts
 - ✓ Topics include: Ratemaking, Rate Design, Reconciliations, Cost Recovery, & ICC policies and procedures as well as information on major Illinois legislation.

UPDATES AND PROGRESS

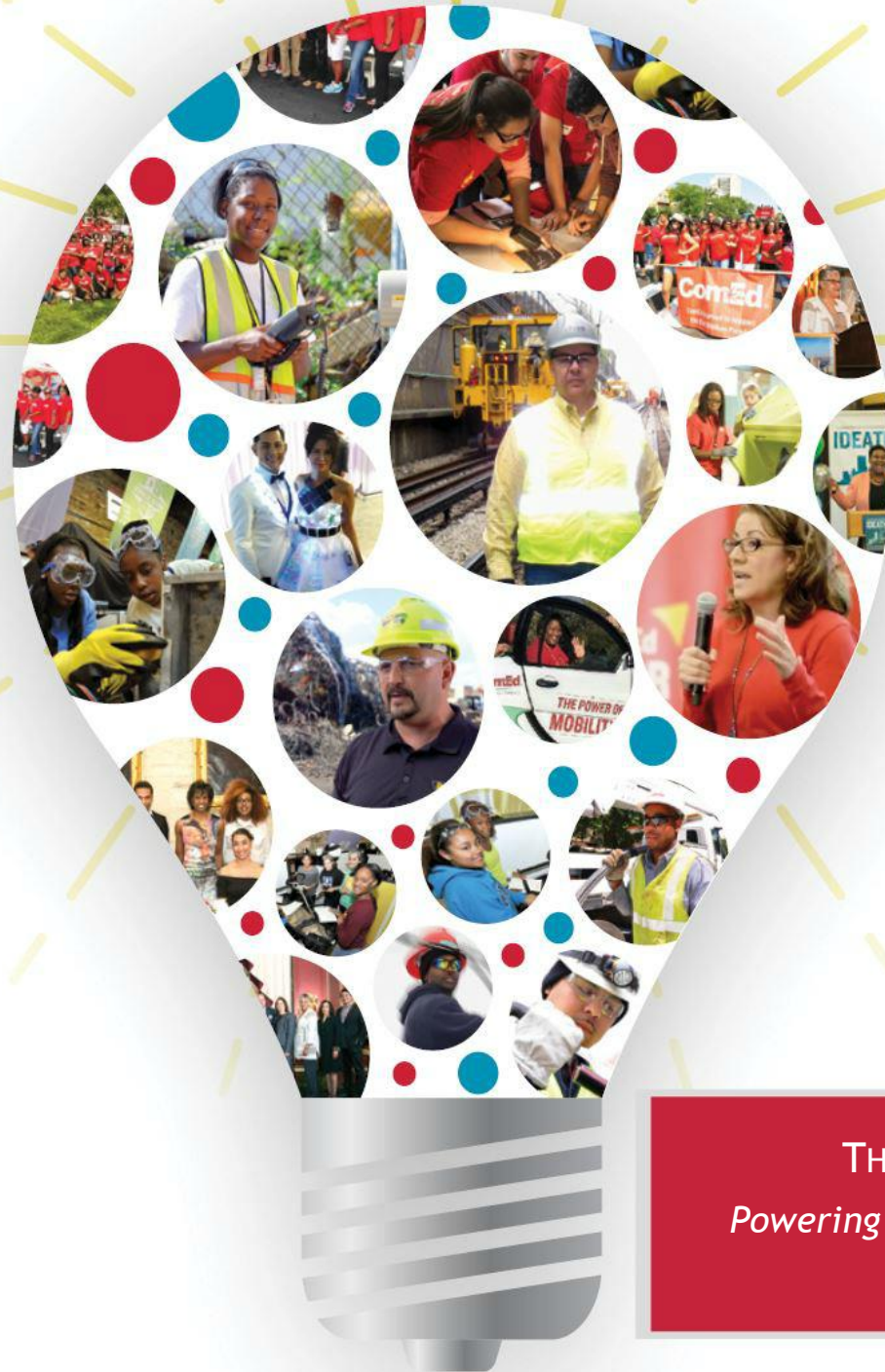
- ✓ Participating law firms have completed sessions on **14 topics**, totaling **21 hours** of training
- ✓ Sessions addressed: the Future Energy Jobs Act (FEJA), Federal Energy Regulatory Commission (FERC) regulations, **energy efficiency**, ratemaking, rate design, and ICC procedures
- ✓ The firms have worked on ComEd **affiliate transactions**, energy efficiency dockets, the **microgrid proceeding**, the **2018 formula rate case**, **customer complaint cases**, **pole attachment issues**, and **NextGrid**



Homero Tristan (founding Partner) and Pedro Cervantes (managing partner), of *Tristan & Cervantes*, are working with ComEd on the ICC's NextGrid Initiative and customer complaint cases



Ken Johnson, managing partner of *Johnson, Blumberg & Assoc.*, is working on ComEd's Microgrid and Community of the Future project in Bronzeville.



THANK YOU FROM COMED
*Powering Lives With A Commitment To
Supplier Diversity*